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A	В	C	D	E	F	G
1						
2	State of California					
3	Department of General Services					
	IT Hardware Enterprise eRFP# D					
	Pricing Worksheet #8 - SAN Fab	ric (Switches and HBAs)				
6	[Back to Table of Contents]					
7						
8		Cells highlighted in yellow are mandatory fields				
9	Bidder Name:	Northrop Grumman Computing Systems	<u> </u>			
10	Submitted by:	Duane Fletcher	A			
						Instructions: Bidders MUST provide specifications and pricing
						exceed the specifications provided. In addition, bidders MUST
						configuration. If an option is not technically available, please n
						stable platforms. For upgrade options, propose the most cost
						submit a detailed product /specification sheet for each product
						pricing proposal or by providing the URL's that link to the prod
						on the RFP release date as set forth in Section 6 of the eRFP.
11						
12						
13	Storag	e Area Netowrk (SAN) Switches	<u> </u>			Switch Type A
14			<del> </del>			
	Common Configurations	Product Specification	4			Minimum Requirements
15		Fibre Channel Ports (Base)	<b>4</b>			8
16		Port Types:	<u></u>			FL_Port, F_Port, and E_Port
17		Port Speed:	<b>_</b>			2 Gb/sec, full duplex
18		Class of Services:	<del> </del>			Class 2, Class 3, Class F 10/100 Ethernet (RJ-45), serial port
19		Management Access:	<del> </del>			
20 21		Warranty	4			3-year parts exchange, 8x5xNext-Business-Day response
21	-	OEM	<b>4</b>			
22 23 24	-	Model Name	<b>4</b>			
23		Model Number (SKU)				
24	-	Index Name (Retail, Website, etc.)	<b>_</b>			
25	Bidder's	Index Name URL Address	<b>_</b>			
26	Proposed Model	Current Index Price	<b>4</b>			
2/	1	Discount RFP Price	<del> </del>			
25 26 27 28 29	1	RFP Price Typical Duration Between Index Price Updates (Months)	<del> </del>			
30	-	Model Release Date	<del> </del>			
30	-	Model Phase Out Date	<del>-</del>			
31 32	0		OFW	Model Number (SKU)	In day Dries	
33	Options	Change to Requirements Shown Above Upgrade to 3-Y warranty 24x7x2	OEM EMC	Included at no addional cost in 5 Year Warranty - per geographic coverage in 5.4.18	Index Price	
33	-		EMC			
34		Additional 1-Y warranty 24x7x2		Included at no addional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
35		Additional 2-Y warranty 24x7x2	EMC	Included at no addional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
36		Upgrade to 3-Y warranty 8x5x4	EMC	Included at no addional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
37	Support Services	Additional 1-Y warranty 8x5x4	EMC	Included at no addional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
36 37 38 39		Additional 2-Y warranty 8x5x4	EMC	Included at no addional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
39		Additional 1-Y warranty 8x5xNBD	EMC	Included at no addional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
40		Additional 2-Y warranty 8x5xNBD	EMC	Included at no addional cost in 5 Year Warranty - per geographic coverage in 5.4.18	N/A	
41		Device Installation Services (\$/hr)	EMC	Included at no additional cost	N/A	

AN Page 1 of 9

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	for ALL common configurations included on this sub provide pricing for ALL existing options that are tech ark the cell as "Not Technically Available". Propose effective items that are consistent with the respective that is proposed to the State. The product sheets shuct description information in the cell below, preferab Bidders shall provide a verifiable record of the subm	nically available in the market for each common only consistent, enterprise-class machines with configuration specifications. Bidders MUST hould be submitted in hard copy format with the by both. The Index Price shall be the Index Price
11		
12		
13		
14	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
	Meets Requirements	8-Port
	Meets Requirements	Provides FL, F, and E
	Meets Requirements	2GB/sec standard
	Meets Requirements	Provides Class 2,3 and F
19	Meets Requirements	Provide 10/100 Ehternet and serial port
19 20		Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty
19 20 21	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC
19 20 21 22	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3
19 20 21 22 23	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8
19 20 21 22 23 24	Meets Requirements	Provide 10/100 Enternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website
19 20 21 22 23 24 25	Meets Requirements	Provide 10/100 Enternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/
19 20 21 22 23 24 25 26	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500
19 20 21 22 23 24 25 26 27	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346
19 20 21 22 23 24 25 26 27 28	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82
19 20 21 22 23 24 25 26 27 28 29	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month
19 20 21 22 23 24 25 26 27 28 29 30	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04
19 20 21 22 23 24 25 26 27 28 29 30 31	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled
19 20 21 22 23 24 25 26 27 28 29 30 31 32	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge Included at no additional charge
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge Included at no additional charge Included at no additional charge
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge
19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38	Meets Requirements	Provide 10/100 Ehternet and serial port Exceeds requirement with 5 Year onsite warranty EMC Connectrix DS-8B3 CAL-SAN-B-8 Website www.shop.it.northropgrumman.com/StateOfCa/ 6500 0.5346 3024.82 30 Days/1 Month May-04 No date scheduled \$ (+ or -) Change to RFP Price Above Included at no additional charge

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1					
2	State of California				
3	Department of General Services				
	IT Hardware Enterprise eRFP# D				
	Pricing Worksheet #8 - SAN Fabric (Switches and HBAs)				
_	[Back to Table of Contents]				
7					
8		Cells highlighted in yellow are mandatory fields			
	Bidder Name:	Northrop Grumman Computing Systems			
10	Submitted by:	Duane Fletcher			
			Instructions: Bidders MUST provide specifications and pricin	0	0 , 1 1
			exceed the specifications provided. In addition, bidders MUS		
			configuration. If an option is not technically available, please		
			stable platforms. For upgrade options, propose the most cos		
			submit a detailed product /specification sheet for each product pricing proposal or by providing the URL's that link to the pro-		
			on the RFP release date as set forth in Section 6 of the eRFF		
			Total the INTERTION AND A SECTION OF THE ERFF	. Diducis shall provide a verifiable record of the Subr	milled index FIICE.
11					
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13		e Area Netowrk (SAN) Switches	Switch Type B		
14	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15		Fibre Channel Ports (Base)	16	Meets Requirements	16 Ports
16		Port Types:	FL_Port, F_Port, and E_Port	Meets Requirements	Provides FL, F, and E
17		Port Speed:	2 Gb/sec, full duplex	Meets Requirements	2GB/sec standard
18 19		Class of Services:	Class 2, Class 3, Class F	Meets Requirements	Provides Class 2,3 and F
	with response times per Section 5	Management Access:	10/100 Ethernet (RJ-45), serial port 3-year parts exchange, 8x5xNext-Business-Day response	Meets Requirements  Exceeds Requirements	Provide 10/100 Ehternet and serial port  Exceeds requirement with 5 Year onsite warrant
21	with response times per Section 5	OEM	s-year parts exchange, oxoxivext-business-day response	Exceeds Requirements	EMC
21		Model Name			Connectrix DS-16B3-FF-0
22		Model Number (SKU)			CAL-SAN-B-16
24		Index Name (Retail, Website, etc.)			Website
25		Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/
26	Bidder's	Current Index Price			12700
27	Proposed Model	Discount			0.6717
22 23 24 25 26 27 28 29		RFP Price			4169.02
29		Typical Duration Between Index Price Updates (Months)			30 Days/1 Month
30		Model Release Date			May-04
31		Model Phase Out Date			No date scheduled
32	Options	Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above
33		Upgrade to 3-Y warranty 24x7x2			Included at no additional charge
34		Additional 1-Y warranty 24x7x2			Included at no additional charge
35		Additional 2-Y warranty 24x7x2			Included at no additional charge
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional charge
37	Support Services	Additional 1-Y warranty 8x5x4			Included at no additional charge
38		Additional 2-Y warranty 8x5x4			Included at no additional charge
39		Additional 1-Y warranty 8x5xNBD			Included at no additional charge
38 39 40 41		Additional 2-Y warranty 8x5xNBD			Included at no additional charge
41		Device Installation Services (\$/hr)			Included at no additional charge

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1					
2	State of California				
3	Department of General Services				
	IT Hardware Enterprise eRFP# D				
	Pricing Worksheet #8 - SAN Fab	ric (Switches and HBAs)			
6	[Back to Table of Contents]				
7					
8		Cells highlighted in yellow are mandatory fields			
	Bidder Name:	Northrop Grumman Computing Systems			
10	Submitted by:	Duane Fletcher			
			Instructions: Bidders MUST provide specifications and pricin	g for ALL common configurations included on this sub	ocategory with proposed models that will meet or
			exceed the specifications provided. In addition, bidders MUS		
			configuration. If an option is not technically available, please		
			stable platforms. For upgrade options, propose the most cos		
			submit a detailed product /specification sheet for each product		
			pricing proposal or by providing the URL's that link to the pro-		
			on the RFP release date as set forth in Section 6 of the eRFF	2. Bidders shall provide a verifiable record of the subf	mitted index Price.
11					
12					
13		e Area Netowrk (SAN) Switches	Switch Type C		
14	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15		Fibre Channel Ports (Base)	32	Meets Requirements	32 Ports
16		Port Types:	FL_Port, F_Port, and E_Port	Meets Requirements	Provides FL, F, and E
17		Port Speed:	2 Gb/sec, full duplex	Exceeds Requirements	4GB/sec standard
18		Class of Services:	Class 2, Class 3, Class F	Meets Requirements	Provides Class 2,3 and F
19		Management Access:	10/100 Ethernet (RJ-45), serial port	Meets Requirements	Provide 10/100 Ehternet and serial port
20	with response times per Section 5	,	3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warranty
21		OEM			EMC
22		Model Name			Connectrix 4100B
22 23 24 25 26 27 28 29		Model Number (SKU)			CAL-SAN-B-32
24		Index Name (Retail, Website, etc.)			Website
25	Bidder's	Index Name URL Address Current Index Price			www.shop.it.northropgrumman.com/StateOfCa/
27	Proposed Model	Discount			30500 0.6507
28		RFP Price			10652.18
29		Typical Duration Between Index Price Updates (Months)			30 Days/1 Month
30		Model Release Date			Feb-05
31		Model Phase Out Date			No date scheduled
32	Options	Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above
33		Upgrade to 3-Y warranty 24x7x2			Included at no additional charge
34		Additional 1-Y warranty 24x7x2			Included at no additional charge
35		Additional 2-Y warranty 24x7x2			Included at no additional charge
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional charge
37	Support Services	Additional 1-Y warranty 8x5x4			Included at no additional charge
38 39 40 41	• •	Additional 2-Y warranty 8x5x4			Included at no additional charge
39		Additional 1-Y warranty 8x5xNBD			Included at no additional charge
40		Additional 2-Y warranty 8x5xNBD			Included at no additional charge
41		Device Installation Services (\$/hr)			Included at no additional charge

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2	State of California				
3	<b>Department of General Services</b>				
4	IT Hardware Enterprise eRFP# D	OGS 5008 - Addendum #3			
5	Pricing Worksheet #8 - SAN Fab	ric (Switches and HBAs)			
6	[Back to Table of Contents]				
7					
8		Cells highlighted in yellow are mandatory fields			
	Bidder Name:	Northrop Grumman Computing Systems			
10	Submitted by:	Duane Fletcher			
			Instructions: Bidders MUST provide specifications and pricin	g for ALL common configurations included on this sub	bcategory with proposed models that will meet or
			exceed the specifications provided. In addition, bidders MUS		
			configuration. If an option is not technically available, please		
			stable platforms. For upgrade options, propose the most cos		
			submit a detailed product /specification sheet for each product		
			pricing proposal or by providing the URL's that link to the pro-		
			on the RFP release date as set forth in Section 6 of the eRFF	2. Bidders shall provide a verifiable record of the sub-	mitted index Price.
11					
12					
13		e Area Netowrk (SAN) Switches	Switch Type D		
14	Common Configurations	Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs
15		Fibre Channel Ports (Base)	64	Exceeds Requirements	EMC Connectrix 24000-B is scaleable to 128 por
16		Port Types:	FL_Port, F_Port, and E_Port	Meets Requirements	Standard FL, F and E_Ports
17		Port Speed:	2 Gb/sec, full duplex	Meets Requirements	Stnadard 2gbps with trunking capabilities that ag
18		Class of Services:	Class 2, Class 3, Class F	Meets Requirements	Standard Class 2, 3 and F
19		Management Access:	10/100 Ethernet (RJ-45), serial port	Exceeds Requirements	10/100 Ethernet, serial port and in-band Fibrecha
20	with response times per Section 5		3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	Exceeds requirement with 5 Year onsite warrant
21		OEM			EMC
22		Model Name			Connectrix 24000-B
23		Model Number (SKU)			CAL-SAN-B-64 Website
22 23 24 25 26 27 28 29		Index Name (Retail, Website, etc.) Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/
26	Bidder's	Current Index Price			165300
27	Proposed Model	Discount			0.7406
28		RFP Price			42883.9
29		Typical Duration Between Index Price Updates (Months)			30 Days/1 Month
30		Model Release Date			May-04
31		Model Phase Out Date			No date scheduled
32	Options	Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above
33		Upgrade to 3-Y warranty 24x7x2			Included at no additional charge
34		Additional 1-Y warranty 24x7x2			Included at no additional charge
35		Additional 2-Y warranty 24x7x2			Included at no additional charge
36 37		Upgrade to 3-Y warranty 8x5x4			Included at no additional charge
37	Support Services	Additional 1-Y warranty 8x5x4			Included at no additional charge
38		Additional 2-Y warranty 8x5x4			Included at no additional charge
39		Additional 1-Y warranty 8x5xNBD			Included at no additional charge
38 39 40 41		Additional 2-Y warranty 8x5xNBD			Included at no additional charge
41		Device Installation Services (\$/hr)			Included at no additional charge
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1							
2	State of California						
3	Department of Gener	al Services					
4	IT Hardware Enterpri	se eRFP# DGS 5008 - Addendum #3					
5	Pricing Worksheet #8	- SAN Fabric (Switches and HBAs)					
6	Back to Table of Cont	ents]					
7							
8		Cells highlighted in yellow are mandatory fields					
9	Bidder Name:	Northrop Grumman Computing Systems					
10	Submitted by:	Duane Fletcher					
Instructions: Bidders MUST provide specifications and pricing for ALL common configurations included on this s the market for each common configuration. If an option is not technically available, please mark the cell as "Not 7 respective configuration specifications. Bidders MUST submit a detailed product /specification sheet for each provinformation in the cell below, preferably both. The Index Price shall be the Index Price on the RFP release date and the specification in the cell below, preferably both.					se mark the cell as "Not Technically Available". Propose only consiste ication sheet for each product that is proposed to the State. The prod	nt, enterprise-class machines with stable platforms. For upgrade optio uct sheets should be submitted in hard copy format with the pricing pro	
12							
13		Host Bus Adapters (HBAs)					Single Channel SCSI
14		Product Specification				Minimum Requirements	Meet, Exceed or Not Meet Requirements
15		Channels:				1	Exceeds Requirements
16	Common	Ports (Internal/External):				1/1	Exceeds Requirements
17	Configurations	Maximum Drives Supported:				14	Exceeds Requirements
18	_	Storage Interface:				SCSI	Meets Requirements
19		Data Transfer Method:				PCI bus-master	Meets Requirements
20		Warranty				3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements
21		OEM					
22		Model Name					
23		Model Number (SKU)					
24		Index Name (Retail, Website, etc.)					
22 23 24 25 26 27 28 29 30 31	Bidder's	Index Name URL Address					
26	Proposed Model	Current Index Price					
27		Discount					
28		RFP Price					
29		Typical Duration Between Index Price Updates (Months)  Model Release Date					
31		Model Phase Out Date	<del> </del>				
32	Options	Change to Requirements Shown Above	OEM	Model Number (SKU)	Index Price		
33	Ориона	Upgrade to 3-Y warranty 24x7x2	Adaptec/Qlogic		Included at no additional cos		
34		Additional 1-Y warranty 24x7x2	Adaptec/Qlogic		Included at no additional cos		
35		Additional 2-Y warranty 24x7x2	Adaptec/Qlogic		Included at no additional cos		
33 34 35 36		Upgrade to 3-Y warranty 8x5x4	Adaptec/Qlogic		Included at no additional cos		
37	Support Services	Additional 1-Y warranty 8x5x4	Adaptec/Qlogic  Adaptec/Qlogic		Included at no additional cos		
38		Additional 2-Y warranty 8x5x4	Adaptec/Qlogic		Included at no additional cos		
38 39		Additional 1-Y warranty 8x5xNBD	Adaptec/Qlogic  Adaptec/Qlogic		Included at no additional cos		
40		Additional 2-Y warranty 8x5xNBD	Adaptec/Qlogic		Included at no additional cos		
41		Device Installation Services (\$/hr)	Northrop Grumman	SPC3H	40.49		
71		Devide installation Services (4/11)	North Op Chamman	01 0011	40.49		

SAN Page 6 of 9

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10	ovide pricing for ALL existing options that are technically available i
	ns, propose the most cost-effective items that are consistent with the
	posal or by providing the URL's that link to the product description
	posal of by providing the ONE's that link to the product description
11	
12	
13	
14	Bidder's Proposed Specs
15	Dual Channel
16	3 Internal/2 External
17	Up to 30 Drives Supported
18	SCSI 64-Bit
19	PCI Bus Master
20	5 Year Manufacturer Warranty
21	Adaptec
22	Adaptec SCSI CARD-39160
23	ASC39160
24	
25	www.shop.it.northropgrumman.com/StateOfCa/
26	379
27	0.5961
28	153.06
29	30 days/1 Month
30	Jan-00
31	No date scheduled
32	\$ (+ or -) Change to RFP Price Above
	Included at no additional cost
37	Included at no additional cost
	Included at no additional cost
39	Included at no additional cost
40	Included at no additional cost
41	\$34.42

	AG	AH	Al	AJ	AK		
1							
2	2 State of California						
3	Department of General	al Services					
4	IT Hardware Enterpris	se eRFP# DGS 5008 - Addendum #3					
		B - SAN Fabric (Switches and HBAs)					
	Back to Table of Cont	ents]					
7							
8		Cells highlighted in yellow are mandatory fields					
		Northrop Grumman Computing Systems					
10	Submitted by:	Duane Fletcher					
<u>11</u>			Instructions: Bidders MUST provide specifications and pricing for ALL common configurations included on this subcategory with proposed models that will meet or exceed the specifications provided. In addibidders MUST provide pricing for ALL existing options that are technically available in the market for each common configuration. If an option is not technically available, please mark the cell as "Not Technical Available". Propose only consistent, enterprise-class machines with stable platforms. For upgrade options, propose the most cost-effective items that are consistent with the respective configuration specifications. Bidders MUST submit a detailed product /specification sheet for each product that is proposed to the State. The product sheets should be submitted in hard copy format with the pricing propoor by providing the URL's that link to the product description information in the cell below, preferably both. The Index Price shall be the Index Price on the RFP release date as set forth in Section 6 of the eR Bidders shall provide a verifiable record of the submitted Index Price.				
13		Host Bus Adapters (HBAs)		Dual Channel SCSI			
14		Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs		
15		Channels:	2	Meets Requirements	Dual Channel		
16	0	Ports (Internal/External):	2/2	Exceeds Requirements	3 Internal/2 External		
17	Common	Maximum Drives Supported:	28	Exceeds Requirements	Up to 30 Drives Supported		
18	Comigurations	Storage Interface:	SCSI	Meets Requirements	SCSI 64-Bit		
19	1	Data Transfer Method:	PCI bus-master	Meets Requirements	PCI Bus Master		
20		Warranty	3-year parts exchange, 8x5xNext-Business-Day response	Exceeds Requirements	5 Year Warranty		
21		OEM			Adaptec		
22 23		Model Name			Adaptec SCSI CARD-39160		
23		Model Number (SKU)			ASC39160		
24		Index Name (Retail, Website, etc.)			Website		
25 26 27 28 29 30	Bidder's	Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/		
26	Proposed Model	Current Index Price			379		
27	Tropossa model	Discount			0.5961		
28		RFP Price			153.06		
29		Typical Duration Between Index Price Updates (Months)			30 days/1 Month		
30		Model Release Date			Jan-00		
31		Model Phase Out Date			No date scheduled		
32		Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above		
33		Upgrade to 3-Y warranty 24x7x2			Included at no additional cost		
34		Additional 1-Y warranty 24x7x2			Included at no additional cost		
33 34 35 36 37 38	4	Additional 2-Y warranty 24x7x2			Included at no additional cost		
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional cost		
37	Support Services	Additional 1-Y warranty 8x5x4			Included at no additional cost		
38		Additional 2-Y warranty 8x5x4			Included at no additional cost		
39		Additional 1-Y warranty 8x5xNBD			Included at no additional cost		
40		Additional 2-Y warranty 8x5xNBD			Included at no additional cost		
41		Device Installation Services (\$/hr)			\$34.42		

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1							
2	2 State of California						
3	Department of General	al Services					
		se eRFP# DGS 5008 - Addendum #3					
5		- SAN Fabric (Switches and HBAs)					
6	Back to Table of Cont	ents]					
7							
8		Cells highlighted in yellow are mandatory fields					
9	Bidder Name:	Northrop Grumman Computing Systems					
10	Submitted by:	Duane Fletcher					
<u>11</u> 12			Instructions: Bidders MUST provide specifications and pricing for ALL common configurations included on this subcategory with proposed models that will meet or exceed the specifications provided. In additional bidders MUST provide pricing for ALL existing options that are technically available in the market for each common configuration. If an option is not technically available, please mark the cell as "Not Technic Available". Propose only consistent, enterprise-class machines with stable platforms. For upgrade options, propose the most cost-effective items that are consistent with the respective configuration specifications. Bidders MUST submit a detailed product /specification sheet for each product that is proposed to the State. The product sheets should be submitted in hard copy format with the pricing proporor by providing the URL's that link to the product description information in the cell below, preferably both. The Index Price shall be the Index Price on the RFP release date as set forth in Section 6 of the eR Bidders shall provide a verifiable record of the submitted Index Price.				
13		Host Bus Adapters (HBAs)		Dual Channel Fibre Channel			
14		Product Specification	Minimum Requirements	Meet, Exceed or Not Meet Requirements	Bidder's Proposed Specs		
15		Channels:	2	Meets Requirements	Dual Channels		
16	C	Ports (Internal/External):	2/2	Meets Requirements	2 Channel FibreChannel		
17	Configurations	Maximum Drives Supported:	28	Exceeds Requirements	Over 28 Drives		
18	Configurations	Storage Interface:	FC	Meets Requirements	2 Gbps FC interface		
19		Data Transfer Method:	PCI bus-master	Exceeds Requirements	PCI-X 2Gbps Bus Transfer		
20		Warranty	3-year parts exchange, 8x5xNext-Business-Day response	Meets Requirements	3 Years		
21		OEM			QLOGIC		
22		Model Name			SAN Blade HBA		
23		Model Number (SKU)			QLA-2342		
24		Index Name (Retail, Website, etc.)			Website		
25	Bidder's	Index Name URL Address			www.shop.it.northropgrumman.com/StateOfCa/		
26	Proposed Model	Current Index Price			2033.99		
27		Discount			0.4482		
22 23 24 25 26 27 28 29 30		RFP Price			1122.45		
29		Typical Duration Between Index Price Updates (Months)			30 days/1 Month		
30		Model Release Date			Aug-02		
31		Model Phase Out Date			No date scheduled		
32		Change to Requirements Shown Above			\$ (+ or -) Change to RFP Price Above		
33		Upgrade to 3-Y warranty 24x7x2			Included at no additional cost		
34		Additional 1-Y warranty 24x7x2			Included at no additional cost		
34 35 36		Additional 2-Y warranty 24x7x2			Included at no additional cost		
36		Upgrade to 3-Y warranty 8x5x4			Included at no additional cost		
37	Support Services	Additional 1-Y warranty 8x5x4			Included at no additional cost		
38 39	4	Additional 2-Y warranty 8x5x4			Included at no additional cost		
39		Additional 1-Y warranty 8x5xNBD			Included at no additional cost		
40	4	Additional 2-Y warranty 8x5xNBD			Included at no additional cost		
41		Device Installation Services (\$/hr)			\$34.42		